

FIG. 1

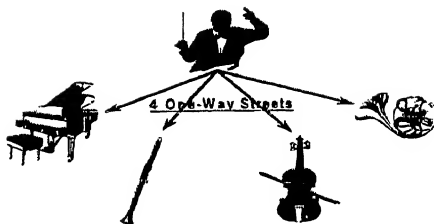


FIG. 2

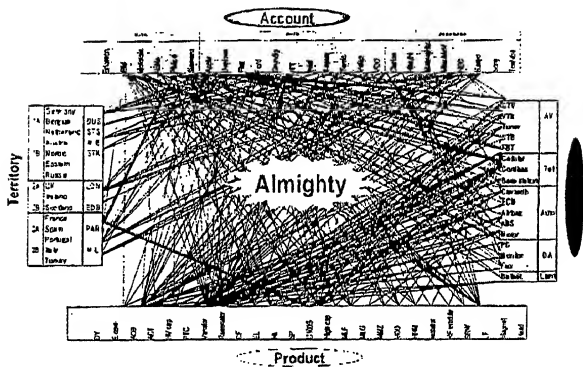


FIG. 3

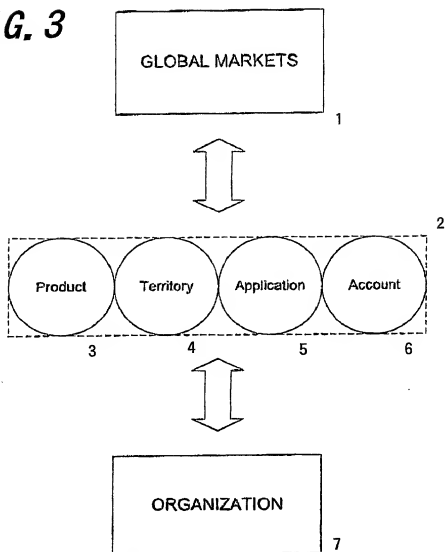


FIG. 4

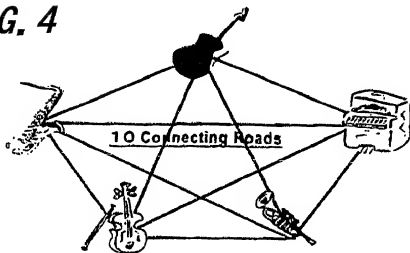


FIG. 6

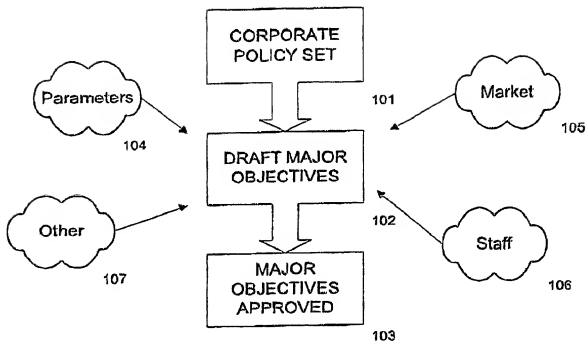


FIG. 7

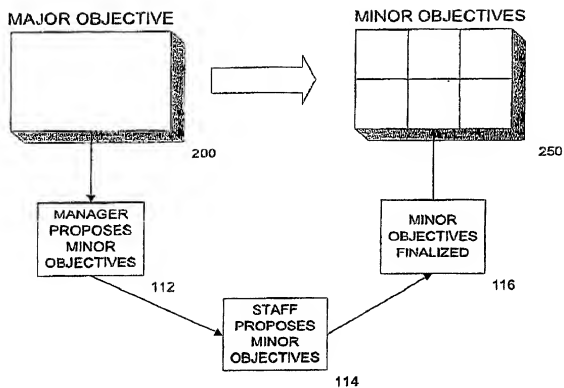
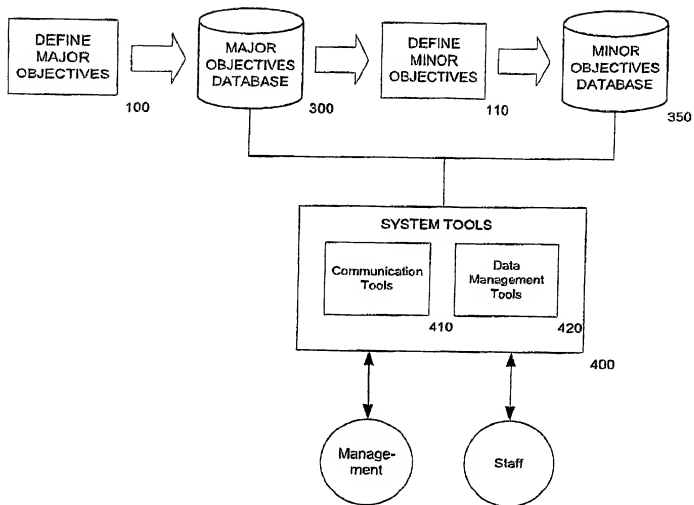


FIG. 8



Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	



12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71</																													

Original Plan (a)	Revised Plan (b)	Progress Ranking (A, B, C, D, E, F, G, H)
1. Research and Development	1. Research and Development	A
2. Marketing	2. Marketing	B
3. Production	3. Production	C
4. Distribution	4. Distribution	D
5. Customer Service	5. Customer Service	E
6. Financial Management	6. Financial Management	F
7. Human Resources	7. Human Resources	G
8. Information Systems	8. Information Systems	H

FIG. 11

Information Table

Scope	Rank	OID	Termin	OS	Ref.	Reference Number
A	A	O	105	HELL	030	R-AC0HELL-030

YDN Information Table

Outside Sales (OS):				Ralf Heilmann	
24	Sales Group Data				
	Company:	TCE	Office:	DUS	
	Sales Group:	1A	Sales Group Manager:	Noboru Sato	
28	Account Data				
	<input checked="" type="checkbox"/> - Select if Customer is a Major Customer				
	Customer:	Siemens Mamp-Lirefort	Customer Group:	Siegers	
22	Territorial Account Manager:		Global Account Mgr:		
	Noboru Sato		Noboru Sato		
	Product Data				
26	Product Name:		Product Group:		
	Division:		Business Unit:		
	Product Manager:		Product Part No:		
	Territorial Product Manager:		Vendor:		
	Set Data				
26	Set Number		Set Location:		
	Phone		Territorial Set Location:		
	Cellular Phone		General Cunningham		
		Telecom			

FIG. 12

Plan Table

Plan Table

Product: ASM

Target: Get Approval

252 Background: For the new Dualband Mobile Phone (45 (Hitachi Engn Concept)) usage of an ASM is considered Technology not yet fixed with or without SAW Promotion of TDH ASMs and design-in

254 Details: Get Approval by Q1/2001 and start business in Q2/2001

256

Month	Original Plan	Reviewed Plan	OS PRG	SGM PRG	GAM PRG	OS Comment				
04/2000	Spec Outgoing									
06/2000	Normal Visit & Meeting									
08/2000	Submission of initial samples									
07/2000	Normal Visit & Meeting									
08/2000	Submission of improved samples									
09/2000	Target Price & RFQ Outgoing									
10/2000	Finalize spec									
11/2000	Submission of improved samples									
12/2000	Normal Visit & Meeting									
01/2001	Eng. Sample Approval									
02/2001	Prod. Sample Submission									
03/2001	Prod. Sample Approval									

FIG. 13

Figures Table

Figures Table

Unit Quantity: ☒ kilos ☐ single

Unit	Initial Set-up			Review		Final	
	Price Term 194	Current Term 194	Next Term 194	Current Term 194	Next Term 194	Result Current Term 194	Budget Next Term 194
	Calculate						
Demon 1000 d 100	500	15,000	25,000				
Share 100	50	50	50				
Quanta 100	250	7,500	12,500				
Price 1000	0 90000	0 32000	0 95000				
Amount 100	225.00	8 900.00	11 875.00				
Price 100	28.45	890.00	1,187.50				

FIG. 14

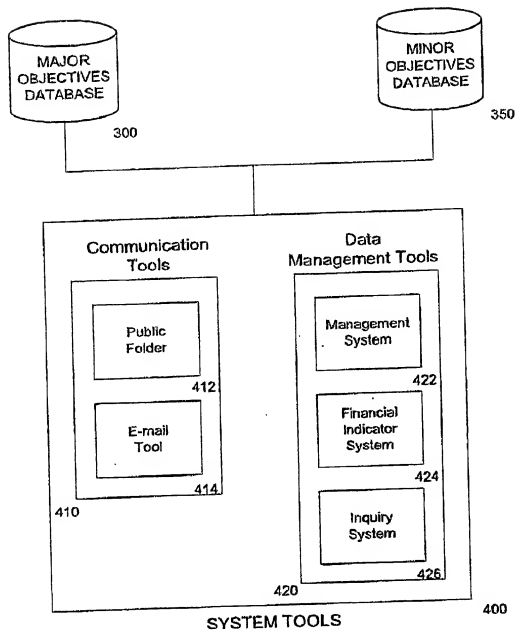
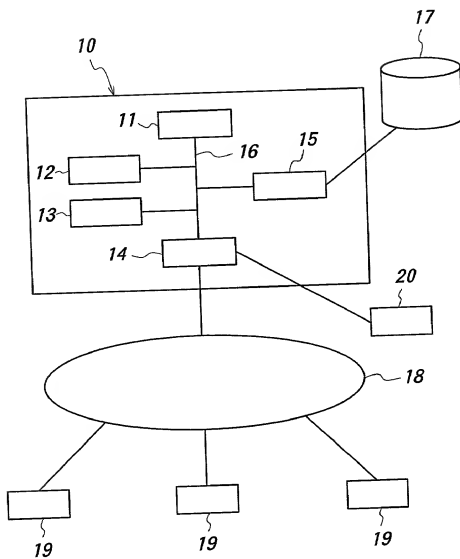


FIG. 15



09071637.000001

FIG. 16

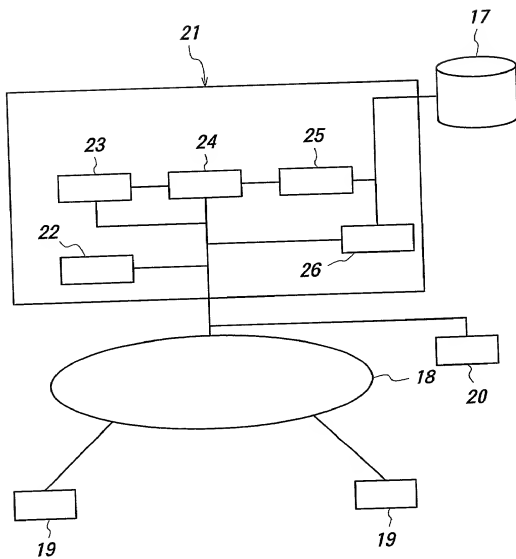


FIG. 17

Scope	Term	Matrix	Subject	Matrix Manager	Senior Manager	Currency				
Global	105	Account	XXX Corporation	Noboru Saito	Michihiro Tame	Yen				
Strategy										
Slogan										
Let's bring XXX corporation up to No.1 overseas customer until 108th !!										
Goal										
1) Budget achievement in 105th : 9,800mil. Yen in Europe/11,000mil. Yen worldwide										
Sales Target										
Unit = mil Yen	Initial				Review			Final		
	Last Term T104	Current Term T105	Next Term T106	Growth Rate % T106	Current Term T105	Next Term T106	Growth Rate % T106	Current Term T105	Next Term T106	Growth Rate % T106
Sales Target (Mid-Term Plan)	6,982.00	9,791.00	13,889.0		0.00	0.00		0.00	0.00	
Targeted Increase			3,809.00	38.93%		0.00	0.00%		0.00	0.00%
Total Net Increase (DS Est.)			2,924.00	25.81%		0.00	0.00%		0.00	0.00%
Total Net Increase (Mgmt Est.)			1,864.00	19.26%		0.00	0.00%		0.00	0.00%
Estimate Sales Amt in NT			12,305.00	25.81%		0.00	0.00%		0.00	0.00%

00071697-067401

FIG. 18

Scope	Term	Matrix	Subject	Matrix Manager	Senior Manager	Currency
Global	105	Account	XXX Corporation	Roy Morrow	Michihito Tame	Yen

Major Objective Information		Back to Summary
BIZD	Description: Business Development Target Figures: T104: 0	Due Date: 03/2001
	Achievement: Cultivate New Business	Weight: 20
	T105: 98	
	T106: 399	
Back around:		Measurable Targets:
During 1998 gained new RF product-ins for 2000 models.		Get approval for component A.

Tactics				01 02 03 04													
				Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar													
#	Tactic	Due Date	PIC														
1	Agree spec	105th	Sato	=													
--	Sampling/Approval activities	105th	Sato		=												
--	Shipping	105th	Sato			=											

0971697-060401

FIG. 19

	Matrix Manager Comments	Progress code	Senior Manager Comments	Progress code
Apr	Budget achievement 103%. Forecast achievement 101%.	A	Q1	B
May	Budget achievement 99%. Forecast achievement 98%.	A		
Jun		B		

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